

## Message Text

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ACTION COME-00

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FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 7004

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E.O. 11652: N/A

TAGS: BEXP ETRD YO

SUBJ: US-YUGOSLAV CHAMBER OF COMMERCE

REF STATE 155576, BELGRADE 3148

1. SUMMARY. WE INFORMED ACKOVSKI (FOREIGN SECRETARIAT) THAT U.S. READY TO ESTABLISH CHAMBERS OF COMMERCE, AND GAVE HIM SUGGESTED LIST OF YUGOSLAV ENTERPRISES FOR SURVEY CONCERNING MEMBERSHIP. ACKOVSKI REITERATED GOY CONSIDERS CHAMBERS MAJOR FAVORABLE DEVELOPMENT IN US-YUGOSLAV ECONOMIC RELATIONS, AND COMMENTED THAT SURVEY SEEMS LOGICAL NEXT STEP. END SUMMARY.

2. ECONOMIC/COMMERCIAL COUNSELOR CALLED ON ACKOVSKI (DEPUTY DIRECTOR, NORTH AND SOUTH AMERICA, FOREIGN SECRETARIAT) AND INFORMED HIM THAT U.S. APPROVES ESTABLISHMENT OF YUGOSLAV-AMERICAN CHAMBER OF COMMERCE IN BELGRADE, AND AMERICAN-YUGOSLAV CHAMBER OF COMMERCE IN U.S. ALONG LINES OUTLINED IN BELGRADE 3148.

3. COUNSELOR SUGGESTED, AS NEXT STEP, LETTER FROM APPROPRIATE BRANCH OF GOY TO MANAGING DIRECTORS OF YUGOSLAV ENTERPRISES WHICH ALREADY HAVE TIES WITH AMERICAN FIRMS (I.E. JOINT VENTURE, CO-PRODUCTION, LICENSING, REPRESENTATION) AS WELL AS OTHER PROMINENT YUGOSLAV FIRMS ACTIVE INTERNATIONALLY. LETTER WOULD ENCOURAGE RECIPIENTS TO JOIN YUGOSLAV-AMERICAN CHAMBER, AND ASK THEM TO INDICATE ON BRIEF SURVEY FORM THEIR INTEREST IN PARTICIPATING, AS WELL AS ANY

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RECOMMENDATIONS CONCERNING AMERICAN BUSINESS PARTNERS WHICH

MIGHT WISH TO BECOME MEMBERS OF AMERICAN-YUGOSLAV CHAMBER. WE TOLD ACKOVSKI THAT WE WOULD PASS RECOMMENDATIONS TO DEPARTMENT OF COMMERCE.

4. DRAFT OF POSSIBLE GOY LETTER TO ENTERPRISES, DRAFT SURVEY FORM, AS WELL AS LIST OF ENTERPRISES (INCLUDING 100 MAJOR YUGOSLAV FIRMS WHICH DO NOT YET HAVE CLOSE TIES WITH US) WERE LEFT WITH ACKOVSKI.

5. ACKOVSKI REITERATED THAT GOY VERY PLEASED ABOUT AGREEMENT ON ESTABLISHMENT OF TWO CHAMBERS. HE SAID THAT CHAMBERS WILL BE "VERY SIGNIFICANT DEVELOPMENT IN PROMOTING ECONOMIC, COMMERCIAL, SCIENTIFIC AND TECHNICAL RELATIONS."

6. HE COMMENTED THAT OUR SUGGESTIONS CONCERNING NEXT STEP "SOUNDED LOGICAL", AND THAT THEY WILL BE DISCUSSED VERY SHORTLY WITH FEDERAL ECONOMIC CHAMBER. IT IS LIKELY THAT CHAMBER, RATHER THAN GOY BRANCH, WILL SEND OUT LETTERS AND SURVEYS, BUT LETTERS WILL FULLY CONVEY IMPORTANCE GOY ATTACHES TO THIS PROJECT.

6. COMMENT: WE BELIEVE SEQUENCE OF STEPS ENVISAGED ARE IDEALLY SUITED TO DOUBLE PURPOSE OF PROMOTING QUALITY MEMBERSHIP IN BOTH CHAMBERS. WE HOPE THAT APPROACH IN YUGOSLAVIA ALONG LINES OUTLINED ABOVE WILL HELP TO INDUCE PARTICIPATION BY "BEST AND BIGGEST" YUGOSLAV ENTERPRISES (AS ACKOVSKI PREVIOUSLY INDICATED) INCLUDING THOSE NOT YET TOO ACTIVE IN US-YUGOSLAV TRADE. CONVERSELY, YUGOSLAV EXPRESSIONS OF INTEREST IN PARTICIPATION BY INDIVIDUAL AMERICAN FIRMS SHOULD FACILITATE DEPARTMENT OF COMMERCE APPROACHES TO THESE FIRMS. WE HOPE TO PASS TO COMMERCE NAMES OF U.S. FIRMS SUGGESTED BY YUGOSLAV FIRMS, AS THESE ARE DEVELOPED.  
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